

# Making and Selling Shoes

By FREDERIC J. HASKIN.

Men have been making and wearing and selling shoes of some sort for thousands of years, but the shoe industry as it is known today is not made in U. S. A. The shoe factories of this country are producing more than a quarter of a billion pairs of shoes each year, valued at about \$50,000,000. The hides of forty million calves, including calves of fifty million goats, and of many other animals are made into shoes every year by the American factories.

While great quantities of these shoes are exported, the home trade consumes by far the greater portion. The shoes are sold in the United States and worn here. Changes in the habits of wearing shoes have been as marked as the revolutions in the processes of making them and the methods of selling them. At the great Shoe and Leather Market-Fair to be held in Chicago the last week in August the shoe business of the whole world will be centered, and for a week there will be such buying and selling of stocks of shoes for use at home and abroad as has never been known before. Next year a great Shoe Trade World's Fair will be held on the banks of the Charles River at Cambridge, Mass., at which exhibitions of American shoe-making will be added to the market-fair feature.

The American invasion of England was led by the shoemakers, and the superior style and fit of the American-made shoes has forced the English manufacturer to adopt American methods. The value of American shoes sent to England increased from \$24,000 to \$2,205,000 in fifteen years. Efforts are now being made to extend the American shoe trade into Latin-America. Shoe trade journals are publishing special editions in Spanish and Portuguese, and any shoe merchant may have the free service of a translator to conduct his South American correspondence if he advertises in these editions. The effort to introduce American shoe-making into the Latin-American trade has found a ready response among the shoe men, and the admitted superiority of the goods made in the United States will win the trade.

The shoe trade in Central and South American countries is rather a difficult problem, because the climate is warm and a large proportion of the lower classes go barefooted except on Sunday and special occasions. Looking upon shoes as a luxury rather than a necessity, these people want a showy-looking article, and go in for looks rather than comfort or durability. European shoes sold in this market are extremely expensive. The American manufacturer could hardly turn out such poor goods even if he wanted to. The native has no idea about selecting shoes that fit, and they prove so uncomfortable that he is told that in a great battle years ago a rebel army would have been victorious but for a sudden rain storm which caused the entire beleaguering force to retire in utter rout because the soldiers were afraid of ruining their shoes.

Massachusetts leads all other States in the making of shoes. The first shoemakers came to Massachusetts and Virginia and followed their trade after the fashion of some thousands of ancestors, each man making shoes and boots from beginning to end. A few years before the Boston tea party, a Welshman named John Adam Dugay set up the nucleus of a shoe factory in Lynn, a city which has ever since been the center of the shoe industry. In this shop the work was distributed among the men employed by the owner. All the work was done by hand and the shoes were all sewed. The work on the uppers was turned over to the women and the cost of production greatly cheapened. So successful did this hand-factory work become that in the ten years between 1790 and 1800 Lynn produced 300,000 pairs of shoes annually. The wooden shoe peg was invented in 1812 and eight years later the pegs were made by machinery. Still, shoemaking was a trade, and a workman in a factory had to know all about making and finishing a shoe.

The transition from a trade to an industry came between 1850 and 1860. The invention of a machine to cut out soles, of rollers and splitters, and, most important of all, the sewing machine, made shoemaking a new thing. The factories increased their products 85 per cent during the ten prosperous years preceding the civil war. But much of the shoe was still made by hand, only the simpler processes being intrusted to machinery. Everybody said that there were some things about a shoe that a machine could never make. As late as 1892, only fifteen years ago, the Massachusetts manufacturers declared that they need never fear Western or Southern competition, because so much of the shoe must be made by hand, and there was not a sufficient number of skilled laborers anywhere but in Massachusetts. Since that time the shoemaking machinery has been so improved and developed that successful shoe factories may be operated anywhere, if there is money enough to build a plant, lease the machinery, and hire some workers.

Just here comes in one of the great problems of the shoe business. The shoemaking machinery is controlled by one concern, The United Shoe Machinery Company. It owns the patents. Without its machines no man can make shoes in competition with those who do use them. It not only has a complete monopoly on the use of the patents, but makes a condition in leasing its tools that the lessee shall not buy or rent tools and machinery from any other concern. The legislature of Massachusetts has passed a bill, which becomes effective today, prohibiting the imposition of such conditions in a machinery lease. The demand in England for American-made shoes has forced the English manufacturers to imitate the American article, and they, too, have been forced to come to the United Company for machinery. The same conditions were imposed and now a committee of the House of Commons has reported a bill aimed to abolish this portion of the contract. Other States are expected to follow the example of Massachusetts in this country. The Federal Department of Justice has been requested by American shoe manufacturers to proceed against this trust.

Other problems which are being discussed in the shoe trade world are mostly connected with the business of retailing the shoes to the wearer. Leather has increased in price, labor is more expensive, everything has gone up in the past ten years. The average man has bought his clothes, groceries, and luxuries at higher prices, and all without any complaint except a general grumble. With shoes it

is different. Those manufacturers who maintained retail stores in the various cities had made fortunes by advertising one-price shoes. When a general advance in cost was made they found that they had their public educated to a certain quality at a fixed price, and there was nothing for them to do but accept a smaller profit or demoralize the trade they had established. They finally reached the point where they either had to increase the price or reduce the quality, so that in the outcome properly injured them almost as much as it had helped other business men.

On the other hand, the shoe retailers have some advantages over their fellows in other lines of trade. They have been much more successful in their fight against the encroachment of the department store. While the great department stores of the cities sell many shoes, the shoe stores still control the bulk of the business. There are a great many men who do not like to go into a department store. Again, people are particular about their footwear, because a shoe that does not fit is the most uncomfortable thing imaginable. To most people it seems more probable that a store selling nothing but shoes will pay more attention to fitting the foot properly. Whatever the business or psychological reasons, it is

## SELECT MEN FOR LEGISLATURE

Interest in Personnel of Virginia's Next Assembly.

Names of Those Who Have Been Nominated Thus Far for the Two Houses.

Special to The Washington Herald. Richmond, Va., June 30.—Public interest throughout Virginia is beginning to center upon the personnel of the next legislature. The results of the primaries are being eagerly watched. A number of candidates have been nominated by the Democrats of their respective districts for the senate and house, and others are practically assured of like honors without opposition.

Following is a list of those actually nominated for the senate, and twelve others who, so far as can be learned, will probably be put forward by the party without opposition:

R. S. Parks, Twelfth district; N. B. Early, Jr., Seventeenth district; R. M. Ward, Tenth district; J. Lawrence Campbell, Twenty-second district; Edward Echols, Ninth district; Floyd W. King, Seventh district; W. A. Garrett, Twenty-third district; B. T. Ginter, Twenty-seventh district; A. R. Hobbs, Twenty-seventh district; George B. Kezzer, Eighth district; Lewis H. Machen, Fourteenth district; E. E. Holland, Thirtieth district; F. W. Sims, Thirtieth district; C. Harding Walker, Twenty-fourth district; T. Ashby Wickham, Thirtieth district; E. C. Folkes and A. C. Harman, Richmond City.

Nineteen candidates for the house have been nominated. They are Robert W. Withers, Nansemond; A. B. Hunt, Roanoke City; Richard E. Byrd, Winchester and Frederick; Alden Bell, Culpeper; Caleb Bales, Lee; John Curlett, Lancaster and Richmond; Thomas J. Stratton, Appomattox; Tipton D. Jennings, Lynchburg; C. L. Moncre, Stafford and King George; C. C. Talliferro, Orange; Mr. Oliver, Fairfax; Tyson Janney, Prince William; John Orr Daniel, Loudoun and Fauquier; Edwin P. Cox, Eugene C. Massie, Harry C. Glenn, Charles E. Wingo, and Hill Montague, Richmond City; James R. Caton, Alexandria.

Maj. Stubbs has written a letter to a friend in this city declaring that he ex-

pected that the shoe dealer is still ahead in the race with the big store that sells everything.

While the phrase "boots and shoes" is still commonly current, high boots are not used nearly so much, even in the country, as they were a few years ago. Styles are changing constantly, and with the improvement in shoemaking the demands of fashion are more insistent. The shoe retailers stimulate their business by inventing all sorts of pretty and attractive shoes for women. The women formerly bought shoes when they needed them, now they must have shoes because they are stylish. The vogue of having shoes to match the color of every gown is falling, but ladylike must needs have much pretty footwear.

For men the styles do not fluctuate as much as they did six or seven years ago, when one summer it was tans, the next season blacks, then tans again. The shoe men have tried hard to bring on a "tan fever" again, and this year have been partially successful. The reason why the fancy colored shoes are not so popular now is perhaps because of the universal popularity of patent leathers.

Several years ago the patent leather shoe was used only for dress occasions. Now it is worn all the time. The improvement in the manufacture of patent leather has been wonderful, and while shoe dealers will not guarantee it against splitting or cracking, experience has proved to most men that it is fairly durable. In five years the production of patent leather has increased six-fold in quantity. The shiny leather, which is so easily cleaned and polished, has taken the country by storm.

To-morrow—Successful Community Settlements.

pects to enter the race for the speaker'ship. The candidates who are now actively in the race for the honor, and who are hard at work, are Messrs. Byrd, Winchester; Withers, of Nansemond, and Churchman, of Augusta. Messrs. Byrd and Withers have been renominated, and Churchman and his friends are confident he will win out in the primaries, though he has a competitor for the honor he has held for so many years.

The total vote polled in the city Democratic primary on Friday, when candidates for the senate and house were elected, was less than 4,000. This meager number gave the Democratic managers a severe shock. According to these figures several thousand voters are unpledged in this city, and are, of course, free to vote any ticket. The Democratic managers now realize that Richmond contains a generous scattering of "outlaws," who may go together some day and stampede the entire party.

"Our confident friends are prone to smile at this idea," said Chairman Doherty last night; "but you know what happened in Kentucky. Ingersoll said he would believe in hell when Kentucky went Republican. He is now believing in hell, if I am not greatly mistaken."

Just what chance A. Belme Blair has to win on a recount is the first topic of discussion in political circles to-day. Blair was defeated for the senate by A. C. Harman, the incumbent, by the narrow margin of seven votes.

## ROGERS TO BE TRIED JULY 29.

Alleged Baggage Thief Is Wanted in Many Cities.

Special to The Washington Herald. Richmond, Va., June 30.—After having been confined in the Richmond city jail for several months on a charge of grand larceny, Louis Rogers, the alleged baggage thief, will be tried in the Hustings Court July 29. The companions of Rogers—Stell, alias Allan, and the latter's wife—will not be tried in this city, as there is no evidence to show that they have broken law in Richmond. They will be taken to Orange on another charge.

Rogers and Stell are alleged to be members of a gang which is said to be the worst of its kind in the world. Their usual method, it is charged, is to substitute baggage checks and obtain possession of trunks and other baggage containing valuables. The operations of the gang have been carried on all over the United States. When the cases come up for trial about twenty-five indictments from various States and cities will be read.

## NEWS OF ALEXANDRIA

Masonic Rites at Funeral of George P. Aitcheson.

"ARK" WORRIES AUTHORITIES

Stream of Visitors Said to Have Poured To and From Alleged Home of Gambling All Day—Mrs. Kate Ramey and Her Child Both Dead. Examination for Teachers.

WASHINGTON HERALD BUREAU, (Bell Telephone 113), 223 King Street.

Alexandria, Va., June 30.—The funeral of George P. Aitcheson, who died Friday morning, was held this afternoon from his residence, 411 Duke street. A large number of friends and relatives attended. Interment was in St. Paul's cemetery.

Andrew Jackson Lodge of Masons and Mount Vernon Chapter, Royal Arch Masons, attended in a body. The casket was followed by an escort of eight members from the Old Dominion Commandery, Knights Templar. About the casket were massed many handsome floral tributes. Among them were designs sent by the Masonic Relief of Washington; the Navy Yard Band, and the employees of the navy yard. Another was sent by the bachelor friends of the dead man.

The services were conducted by Rev. P. P. Phillips, of St. Paul's Episcopal Church, assisted by Rev. Joseph R. Sevier, of the Second Presbyterian Church. The pallbearers were William P. Taylor, Charles Callahan, Mr. McKnew, of Washington; David Aitcheson, Wallace Lindsey, and R. P. A. Johnson. The escort from Old Dominion Commandery included Peter Astorke, John H. Trimyer, Robert P. Downham, Henry K. Field, William Allen, James E. King, A. A. Paul, and Peter Harrington. At the grave the rites of the Masonic order were performed.

The funeral was also attended by the members of the Friendship Veteran Firemen's Association and the Bachelor Club, of which organizations Mr. Aitcheson was a member.

Many Visitors to "The Ark."

The passage of people from Washington through Alexandria to and from the ark, just below this city in the Potomac, where gambling is said to be conducted, continued as usual to-day. It appeared that the regular Sunday business was conducted on the boat. Direct steps to break up the place are expected by the Maryland authorities in the near future, as it is said that Gov. Swanson has stated that he will take this matter up at once with Gov. Warfield.

A complaint against the enterprise was transmitted to the governor of Maryland April 1 last by Mayor Paff, who was informed that the case had been placed in the hands of the sheriff of Prince George County. Up to the present, however, no direct movement against the boat has been made by the sheriff, so far as is known here.

A renewal of the agitation to have the resort closed was made a few days ago by the several church societies of this city, which submitted an appeal to Commonwealth Attorney Brant to take action to suppress the alleged gambling. It is said that Mr. Brant has discussed the matter with Gov. Swanson.

Mother and Child Die in Day.

Mrs. Kate Ramey died this evening after a brief illness at the home of her husband, E. L. Ramey, 106 North Fayette street. Arrangements for the funeral will be made later. An infant child of Mr. and Mrs. Ramey died this morning.

To Examine Would-be Teachers.

Superintendent James E. Clements, of the Alexandria County schools, announces that regular examinations will be held in the county July 29, 30, and 31 for applicants for the position of teacher in the public schools. The white applicants will be examined in the Hume School building and the colored applicants will be examined in Rosslyn.

Rev. Dr. J. M. Picher, superintendent of the Baptist Sunday school and Bible work of Virginia, preached at both the morning and evening services at the First Baptist Church to-day.

The monthly meeting of R. E. Lee Camp, Confederate Veterans, will be held to-morrow evening in Lee Camp Hall.

WOMAN SHOOT AT NEGRO.

Accuses Him of Attacking Her and Husband Tries to Kill Him.

Special to The Washington Herald. Salisbury, N. C., June 30.—Sim Dunn, a negro, thirty years old, is in jail, charged with attacking Mrs. T. W. Watkins, the wife of a well-known music dealer.

Mrs. Watkins man into the house after escaping and shot twice at the fleeing man. Her description of him led to the arrest, and she identified him.

Dunn says he can prove an alibi. The infuriated husband tried to kill the negro, but was restrained.

EIGHT NEW MIDSHIPMEN.

Capt. William Baird's Son One, and Alaskans Seek Admission.

Special to The Washington Herald. Annapolis, Md., June 30.—John A. Baird, son of Capt. William Baird, United States army, retired, of Annapolis, military aid on the staff of Gov. Warfield, has qualified for admission to the Naval Academy in the new fourth class.

Other candidates admitted yesterday are:

Tucker C. Gibbs, St. Augustine, Fla.; Arthur W. Ford, Lawrence, Kans.; Harvett S. Hallett, Milwaukee; Frederick B. Hatch, Concord, N. H.; Marvin S. Brown, Gilliam, Mo., and Darrell B. Hawley, Sioux Falls, S. Dak.

The academic board of the Academy is passing upon the reports of the young men who took the mental examinations before the civil service board at Nome, Alaska. Their papers were delayed in reaching this city until Friday. The two Alaskans are Irving McK. Reed, principal, and Alfred J. Lomen, alternate, both of Nome.

Winchester Man Dies in Georgia.

Special to The Washington Herald. Winchester, Va., June 30.—The body of Clyde S. Ray, who died at the home of his brother, Glen H. Ray, in Savannah, Ga., Friday, arrived here to-day for burial. He was recently honorably discharged from the United States army, after serving about ten years. He was a son of the late William Ray, of Ohio, and was twenty-seven years old.

Republican Editors to Meet.

Special to The Washington Herald. Annapolis, Md., June 30.—Members of the Republican Editorial Association of Maryland will assemble in Baltimore Wednesday for their annual meeting. Among other business will be the election of officers. The meeting will be held at the quarters of the Union League.

## DISCUSS TEMPERANCE PLANS.

Meeting in Hagerstown Part of "Stainless Flag Day" Programme.

Special to The Washington Herald. Hagerstown, Md., June 30.—A largely attended mass meeting in the interest of temperance, a part of the programme for the observance of "Stainless Flag Day," was held this afternoon in St. John's Lutheran Church, Hagerstown.

Rev. Dr. S. W. Owen, president of the General Lutheran Synod, presided, and spirited addresses were made by Rev. Dr. Edwin T. Mowbray, of St. Paul's M. E. Church; Rev. J. S. Simon, of Trinity Lutheran Church, and Rev. Dr. J. M. Tombaugh, of the First Brethren Church. The addresses dealt largely with the future activities of the temperance organization of Hagerstown and Washington County.

Dr. McKee Dies Suddenly.

Ex-Mayor of Hagerstown Was Veteran of the Civil War.

Special to The Washington Herald. Hagerstown, Md., June 30.—Dr. Charles E. S. McKee, a prominent retired physician of Hagerstown, died suddenly of apoplexy, at his home here this morning, aged seventy-one years. Stricken in bed, he expired before the arrival of a physician.

Dr. McKee's health had been falling since his wife was found dead in bed last March. He was a graduate of Pennsylvania College and the University of Maryland. During the civil war he served in the Union army as surgeon of the Third Maryland Infantry.

Dr. McKee was, for one term, mayor of Hagerstown. Two sons survive, Edwin Jones McKee, of Washington, and R. Donald McKee, of Hagerstown.

J. B. DUKE TO ENLARGE HOME

Preparing It for Temporary Residence of His Bride-to-be.

Tobacco Magnate Will Build Palatial Mansion, However, to House His Second Wife.

Somerville, N. J., June 30.—James B. Duke, president of the American Tobacco Company, in anticipation of his approaching marriage to Mrs. William Inman, a noted society woman of Atlanta, Ga., has just completed arrangements with architects and builders to enlarge the residence on his 2,000-acre estate here to double its present size.

The work of remodeling Mr. Duke's famous bachelor clubhouse is to be carried out in accordance with the wishes of Mrs. Inman, who is an occasional visitor to the Duke residence, always accompanied by her mother and her twelve-year-old son. The work of enlarging the clubhouse will be done during the summer, while Mr. Duke and his prospective bride are on a wedding tour through Europe.

The house when completed will be an imposing structure, costing many thousands of dollars, and yet it will be only the temporary abode of the Dukes while a mansion which is expected to equal any private residence ever erected in America, is being built on the estate.

Mr. Duke had planned to build a similar mansion for his former wife, Mrs. Lillian McCready Duke, from whom he was recently divorced, and his unfinished foundation, situated in a beautiful Italian garden, surrounded by lawns and sparkling fountains, still stands.

It is improbable that the mansion will be erected on the site selected by the first Mrs. Duke. Mrs. Inman and Mr. Duke climbed to the top of a high mound on the estate one day in the past week, from which they obtained an expansive view of the Raritan Valley. The spot impressed Mrs. Inman as being an ideal site for the new mansion, and it probably will be built there.

While Mrs. Inman is only an occasional visitor at the estate, her son, Walter, a manly little fellow, now has the run of the farm. He recently applied to a contractor in charge of a gang of men at work on the estate for a job as water carrier. Young Inman said he was short of cash, and wanted to earn some easy money. In a spirit of fun the contractor gave him the job. After carrying the first pail of water from a well half a mile away, he was almost exhausted, but he manfully stuck to his task all day, quenching the thirst of 100 laborers and earning his first dollar.

## NEW LINER IS LAUNCHED.

Brazos Will Run on Mallory Route Between New York and Galveston.

Newport News, Va., June 30.—In a heavy downpour of rain about 1,500 persons gathered at the plant of the Newport News Shipbuilding and Drydock Company yesterday to witness the launching of the Mallory Line steamer Brazos. Christened by Miss Hilly Bryan, of Austin, Tex., the vessel started down the ways at 12:30 o'clock, just ten minutes before schedule time. Striking the water with a great splash, the graceful black hull rose buoyantly and floated out into the river. She was captured by tugs and towed to a pier, where the work of completing her will be done.

Immediately after the launching the shipyard gave a luncheon at the Hotel Warwick in honor of the fair sponsor, Miss Bryan. Is a great-granddaughter of Moses Austin, who projected the settlement of Texas by Anglo-Americans and was the first American to secure a grant of land from the Spanish King.

H. R. Raymond, general manager of the New York and Texas Steamship Company (Mallory Line), was here with a party of distinguished guests. They left last night for New York.

The Brazos will ply between New York and Galveston in the passenger and freight service. She will be a handsome vessel, costing nearly \$1,000,000. She will be ready for service about October 1. The ship is 415 feet long and has a beam of 64 feet. She will carry 104 first-class and 126 second-class passengers and 4,000 tons of cargo.

## NEWPORT NEWS GIRL WEDS.

Miss Page Ellison and James Freeland Lewis Are Married.

Binghamton, N. Y., June 30.—A fashionable wedding took place here last evening when James Freeland Lewis was united to Miss Page Ellison, of Newport News. The ceremony was performed by Rev. A. B. Hegeman, of Trinity Episcopal Church, in the presence of a select number of guests.

Mr. Lewis is a member of the Wall street firm of Lewis & Fredenberg, brokers, and the bride is a daughter of Robert Ellison, a descendant of one of the oldest and most prominent families in Virginia.

Quinter-Penney.

Special to The Washington Herald. Rockville, Md., June 30.—Miss Hattie May Penney, of Forest, Va., was married to Mr. Edward H. Quinter, of the same place, yesterday, in Grace Episcopal Church, Woodside. The ceremony was performed by Rev. George H. McGrew, rector of the church, and was witnessed by a large number of relatives and friends of the couple.

## AMUSEMENTS.

COLUMBIA Leading Theater. MATINEES THURSDAY JULY 4 AND SAT.

HILDA SPONG THE COLUMBIA THEATER CO., INCLUDING CHARLOTTE WALKER IN A SPECIAL REVIVAL OF

MOTHS A Dramatization of Ouida's Famous Novel. Prices: Evens, 25c, 50c, and 75c. Mats., 25c and 50c.

THEATRE AND ROOF GARDEN. BELASCO Most Beautiful and Coolest Playhouse.

Open on three-floors—facing President's Mansion and Lafayette Park. The most attractively situated Theatre in America.

EDWIN ARDEN In Sheridan's Greatest Comedy, THE RIVALS. Evens, 25c, 50c, 75c. Mats., Wed., Thurs. & Sat., 50c.

Patriotic Lawn Fete JULY 2, 3, 4, 5. 10th and Florida Ave. NW. Free Concert and Moving Pictures. NORDICA MANDOLIN CLUB. DIRECTION OF WALTER T. HOLT. 10 CENTS ADMITS TO ALL.

## JAMESTOWN EXPOSITION

The Jamestown Exposition Offices of THE WASHINGTON HERALD are located in the Press and Publicity Department, on the Grounds, and 702 Law Building, corner of Plume and Granby Streets, Norfolk, Va.

D. BRUCE SALLEY, Herald Staff Correspondent.

JOHN T. ORCHARD, Business Representative.

[ADVERTISEMENTS UNDER THIS HEAD will be inserted at the rate of 1 cent a word for one time. Thirty times or more, 50 per cent advance.]

The Herald at the Jamestown Exposition and Norfolk.

The Washington Herald is on sale at the following named hotels at the Jamestown Exposition:

Pine Beach Hotel, Atlantic City, N. J.; Inside Inn, Sea View, The Afton, White House, Norfolk, Va.; States Hotel, Annapolis, Md.; Greystone Inn, David Crockett, David Brooklyn, Virginia.

Also at the news booths throughout the Exposition grounds. At Norfolk the paper may be had at the Monticello, Atlantic, Lorraine, Nido, New Glendale, Virginia. Also at all Norfolk news stands.

## SHERWOOD INN, OLD POINT COMFORT, VA.

Recently very much enlarged. Refurnished throughout and improved beyond recognition. Now accommodates 200 guests. Beautifully situated; only 10 minutes from the city. Large and elegant ferry steamers running every few minutes, going and returning through the magnificent bay of United States and foreign war ships. The only hotel on the American plan near the Exposition grounds. Rooms with or without bath, single or en suite. Rates very moderate. Write for booklet. No increase of rates. J. G. TAYLOR, Mgr. 36-120.

## MCDONOUGH'S COTTAGE

OCEAN VIEW, VIRGINIA. Cars to the Exposition 10 minutes; fare 10c. SPECIAL RATES TO PARTIES.

VICTORIA HOTEL, Main St., Norfolk, Va. European plan. P. A. S. Byrne, Manager. Cars to Jamestown Exposition pass the door; two squares to waterfront; direct route. 36-48-100 then 10.

American Rental Bureau 101 Granby St., Norfolk, Va. The place to go for good rooms. Information, assistance; baggage stored free.

NICE COMFORTABLE LODGING, without board. 10c a day; only five minutes walk to all steamboat lines running to Exposition grounds. MRS. O. BUDENWALD, 25 Court St., Portsmouth, Va. 36-48-100.

RICHMOND HOTEL and BUFFET, OCEAN View, Va.—Clean rooms, fine eating; on 2 car fare; direct to Exposition. J. W. BUCHANAN, 36-48-100.

MINNEHAHA COTTAGE, Willoughby Beach, Md. Rate rates for room and board; most select part of Ocean View. R. D. GUY, Ocean View, Va. 36-48-100.

## SUMMER RESORTS.

The Atlantic City Office of THE WASHINGTON HERALD is located in the Bartlett Building, corner of Atlantic and North Carolina avenues, where advertisements can be inserted at regular office rates.

H. S. WALLACE, Special Representative.

## HOTEL TRAYMORE, ATLANTIC CITY.

With the magnificent first floor fireproof addition, presents the finest equipped and most modern of Atlantic City's leading hotels. Superlative in construction, equipment, and service. Guest rooms averaging 12 feet square, and each with full ocean view. Private baths, fresh air, and water attached each room. High-class orchestral concerts daily. Golf privileges, and a fine swimming pool. Hired car let upon request. TRAYMORE HOTEL, O. D. HARRIS, Mgr. FRAS. CHAS. O. MARSH, 36-48-100.

## THE DUNLOP.

Directly on the Beach, overlooking the Boardwalk. Ocean Piers, and convenient to all amusements. Rooms en suite with private baths; on the European plan, with excellent table and service. First-class restaurant attached with a la carte service. Fine orchestra.

ROBERT E. DELANEY, Proprietor. 36-48-100. F. R. BOWMAN, Manager. 36-48-100.

## NEW HOTEL OSTEND,

Occupying whole block of ocean front (Chelsea east), Atlantic City, N. J. New management. 400 beds; 100 rooms, 30 with private baths, fresh air and water. Indoor sea water bathing pool. Dressing rooms for each bath. Fine dining room. Hired car let upon request. DUNLOP HOTEL, O. D. HARRIS, Mgr. FRAS. CHAS. O. MARSH, 36-48-100.

## HOTEL STERLING, and Beach.

W. I. Finch, owner, was built and conducted the Sterling since 1900-1906, announces that the house is now under new management. Special rates. Everything first class. Special July rates, \$1.50 weekly and upward. 36-48-100.

## VERMONT HOUSE

Vermont ave., near Beach. Open surroundings, extra large room, with private bath and service. 10c a day; 50c per week upward. M. E. GRIGER, 36-48-100.

## THE PENNHURST

Atlantic City, N. J., Michigan Ave. and Beach. Open all the year. Steam heat. Elevator to street level. Booklet on application. WM. R. HOOD, 36-48-100.

## HOTEL RALEIGH.